

董事长、行长致辞

Message from the Chairman and President

中国进出口银行 2014 年年度报告
THE EXPORT-IMPORT BANK OF CHINA ANNUAL REPORT 2014



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2014年适逢中国进出口银行成立二十周年，也是我们快速成长、取得重要进步的一年。面对各种压力与挑战，我们坚持稳中求进、改革创新、开拓进取，着力提升金融服务水平，大力支持实体经济发展，有效防范化解金融风险，为稳定外贸增长，促进对外关系发展与国际经贸合作，贡献了应有的力量。

过去一年，在全体员工的辛勤努力下，中国进出口银行各项业务继续保持良好发展态势。全年共批准表内贷款8722亿元，签约贷款9946亿元，发放贷款9210亿元。年末，表内贷款余额17873亿元，表外转贷余额154亿美元，资产总额达到24691亿元。国际信用评级继续与中国主权评级一致。

立足使命，不断深化对外经济交流与合作

我们本着互利共赢、共促发展的原则，紧紧围绕落实“一带一路”、“两廊”等对外新战略，积极开展多边双边、区域次区域交流与合作。全面落实我国政府对外援助承诺，不断加大对发展中国家贷款力度，积极推动重大项目对外签约工作，帮助发展中国家增强自主发展能力，改善投资环境，加快发展进程。推动同周边国家互联互通项目建设，促进亚洲地区经济逐步融合。进一步扩大中非全面合作，大力支持非洲“三大网络”建设，打造中非合作升级版。进一步拓展与中东欧、拉美等地区务实合作。东盟、中东欧等国际投资合作基金稳步发展，促进了国与国之间金融合作模式的多元化。

攻坚克难，着力提升开放型经济发展水平

我们积极顺应对外经贸发展新趋势，多措并举推动对外贸易和投资持续健康发展。着力推动外贸稳增长和结构优化，积极帮助企业抓订单、拓市场，大力支持“两自一高”产品以及优势产品扩大出口。重点扶持具有国际竞争力的服务贸易企业，助推“中国服务”走出去。积极扩大先进技术设备、关键零部件和原材料进口。鼓励国内企业到海外并购和投资建厂，帮助企业拓展走出去新模式。充分发挥船舶融资主渠道作用，着力支持船舶工业转型发展，推动骨干船厂调整产品和产能结构，提升高端船型自主设计、建造和配套实力。大力支持航空制造业和运输业加快发展，继续推进航空器进口定向融资，加大对航空工业研发的支持力度，努力打造航空融资业务品牌。

主动作为，全力服务实体经济转型升级

我们主动适应实体经济发展新常态，大力支持培育新的经济增长点。着力推动产业结构优化升级，支持用高新技术改造提升传统产业，扶持战略性新兴产业国际化发展。加大对绿色发展、循环发展和低碳发展的金融支持力度，支持“三高”行业开展节能环保改造，推进新能源和可再生能源利用，促进循环经济发展。不断加大对“三农”的投入力度，积极支持农业产业化发展和集约化经营。加强银政与同业合作，创新丰富统贷模式，以点带面扩大对小微企业的支持。大力推动文化企业和产品走出去，扶植文化产业开放发展。落实区域发展战略，加强对港澳台合作，推动各地优势产业发展。深化金融扶贫合作，务实加强定点扶贫工作。大力发展境外人民币贷款和人民币离岸资金池，推动人民币国际化取得新进展。





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深挖潜力，全面增强可持续发展能力

我们以提升发展质量为目标，严守风险底线，着力完善决策和管理机制建设。积极做好风险防控工作，规范信贷操作规程，加大风险排查和监控力度，强化国别和行业风险管理，完善限额管理机制，加强内部控制与稽核评价，严肃开展呆账责任认定，不断完善全面风险管理体系。主动加强资金营运管理，创新资产负债管理方式，大力拓展贸易金融和中间业务，推动转贷业务转型发展，努力保持并提升盈利水平。进一步完善经营管理体制，加快筹建境内外分支机构，稳步推进信息化建设，不断促进专业化人才队伍建设，切实抓好中后台部门各项工作，积极推进我行全面深化改革，加快总体改革进程。

展望未来，开启国际经济合作新征程

当前，世界经济仍处在金融危机后的深度调整期，我国经济运行虽面临不少困难和挑战，但经济发展总体向好的基本面没有改变，仍处于可以大有作为的重要战略机遇期。作为国家银行，中国进出口银行要把握好经济新常态下的新趋势、新特征，主动作为、乘势而上，积极推进战略转型，着力深化内部改革，推动经济社会发展迈上新的台阶。

潮平两岸阔，风正一帆悬。我坚信，在未来的航程中，我们一定会继续上下一心、长风破浪、履险如夷、不辱使命，以踏石留印、抓铁有痕的求真务实作风和开拓创新精神，将中国进出口银行的各项事业不断推向前进，开启国际经济合作新的征程！



中国进出口银行董事长、行长





The year 2014 marked the 20th anniversary of China Eximbank, and it was also an important year of rapid business growth for the Bank. In the face of enormous pressure and challenges, we endeavored to ensure steady performance, promote reform and innovation, upgrade financial services, support the real economy, and prevent and defuse financial risks. These efforts enabled the Bank to contribute its due share to sustaining the growth of China's foreign trade and boosting the country's external relations and international business ties.

Last year, thanks to the dedication of both the management and staff, the Bank maintained sound momentum of growth in all its businesses. Total approved on-balance-sheet lending reached RMB872.2 billion, total contracted loans stood at RMB994.6 billion, and total loan disbursement reached RMB921 billion. As of the end of 2014, the Bank had registered RMB1,787.3 billion of outstanding on-balance-sheet loans, USD15.4 billion of outstanding off-balance-sheet on-lending, and its total assets reached RMB2,469.1 billion. The Bank's international credit ratings remained the same as China's sovereign ratings.

Fulfilling our mission of advancing economic exchanges and cooperation with foreign countries

Guided by the principle of promoting mutual benefit and common development, we pursued business development in keeping with China's new diplomatic strategies, namely, the building of the Silk Road Economic Belt and the 21st Century Maritime Silk Road (the Land and Maritime Silk Roads initiative) as well as the Bangladesh-China-India-Myanmar Economic Corridor and the China-Pakistan Economic Corridor (the "Twin Corridors" initiative), and actively engaged in multilateral, bilateral, regional and sub-regional exchanges and cooperation. We carried out foreign aid commitments of the Chinese government, increased lending to other developing countries, facilitated the signing of contracts for major overseas projects, and helped other developing countries build up capacity for self-development, improve investment environment so as to speed up development. We supported projects that connect China with its neighbors to boost regional economic integration in Asia. We expanded all-round cooperation with Africa, supported the development of high-speed railway, expressway and regional aviation networks (the "Three Networks") in Africa and worked to upgrade China-Africa cooperation. We also enhanced practical cooperation with countries in Central and Eastern Europe and Latin America. The smooth functioning of the Bank's international investment cooperation funds for ASEAN, Central and Eastern Europe and other regions has opened up new opportunities for state-to-state cooperation in the financial sector.





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Working to upgrade China's open economy

Responding to new business trend, we took multiple steps to help ensure the sustained and healthy growth of China's foreign trade and investment. To keep China's foreign trade grow and make it better structured, we actively supported Chinese companies in securing overseas orders and expanding market share, and facilitated the export of products with proprietary intellectual property, proprietary brands and high value added as well as competitive products. We vigorously supported the "going global" efforts of Chinese service providers, especially service trade companies which are internationally competitive. We also facilitated the increased import of advanced technological equipment as well as key components and raw materials. We encouraged Chinese companies to acquire assets and set up factories overseas, and helped them explore new ways of expanding overseas operation. As the major provider of ship financing services in China, the Bank supported the upgrading of the country's shipbuilding industry, and encouraged leading Chinese shipbuilders to adjust their product mix and capacity, and enhance their capability to independently design and build high-end ships and make supplementary equipment. We supported the development of aircraft manufacturing and aviation transport services, continued to provide financing for aircraft import, stepped up support for aviation research and strengthened the Bank's brand-building efforts to be a leading financing service provider for China's aviation industry.

Taking initiatives to support the upgrading of China's real economy

We actively adapted to the new conditions of China's economy and vigorously supported the development of new growth areas. To help transform China's industries, we supported the upgrading of traditional industries with high and new technologies, and facilitated the overseas expansion of strategic emerging industries. We increased financing to green development, circular development and low-carbon development, and promoted upgrading of industries with high pollution, high waste discharge and high energy consumption to make them energy efficient and environment friendly. The Bank encouraged the use of new and renewable energy sources, thus promoting the development of circular economy. Bank financing to agriculture, rural development and improvement of rural livelihood as well as commercialization and intensive operation of agricultural production was increased. We enhanced cooperation with the government and other banks, developed new models of making package lending to multiple borrowers, and increased support for selected small and micro businesses to spur the growth of the whole sector. We supported the overseas expansion of cultural enterprises and the export of their products, thus facilitating the opening-up of China's cultural industries. We supported the implementation of the government development strategies for various regions, enhanced cooperation with Hong Kong, Macao and Taiwan of China and facilitated the development of competitive industries in local areas. We intensified financing cooperation to alleviate poverty, and strengthened such efforts in targeted areas. The Bank made vigorous efforts to develop overseas RMB lending and offshore RMB liquidity pool, making new progress in the efforts to internationalize the RMB.





Tapping the Bank's full potential to ensure its sustainable development

Taking ensuring high-standard performance as a key objective, we further improved the Bank's decision-making process and management system to prevent major risks. We actively pursued risk control and prevention, put in place well-defined procedures of lending operation, stepped up risk screening and monitoring, reinforced country and sector focused risk management, strengthened the quota management system and enhanced internal control and auditing. Accountability for causing non-performing loans was strictly pursued, and the comprehensive risk management system was improved. We enhanced supervision of capital operation, explored new ways of asset and liability management, expanded trade finance and intermediary services, transformed on-lending, and maintained and raised profitability. The operation and management system was enhanced, preparations for setting up new overseas and domestic branches and representative offices were accelerated, and ITC application was steadily advanced. We worked to raise staff competency, improved the performance of middle and back offices, and deepened and expedited the overall reform process of the Bank.

Breaking new ground in pursuing international business expansion

The global economy is still in profound post-crisis adjustment. Despite many difficulties and challenges, the Chinese economy remains fundamentally sound, and China is still in an important period of strategic opportunity in which much can be accomplished. As a state-owned bank, China Eximbank will adapt to the new economic trend and conditions, take initiative to conduct strategic transformation, deepen internal reform and help accelerate China's economic and social development.

A classic Chinese poem aptly describes the Bank's business prospects: "Surging tides will drive the sails full speed ahead." In the new year, both the management and staff of the Bank will continue to make dedicated efforts to fulfill the lofty mission that the country entrusts upon us. We will, acting in a pragmatic and enterprising spirit, break new ground and make continued progress in all the business activities of China Eximbank and further strengthen its international business ties.

Li Ruogu

Chairman & President

The Export-Import Bank of China

